



State of California  
**Employment Training Panel**

Training Proposal for:  
**LSI Products, Inc. dba ProArmor**

**Agreement Type: Small Business**

**Agreement Number: ET09-0316**

Panel Meeting of: **October 17, 2008**

ETP Regional Office: **San Diego**

Analyst: S. Godin

**CONTRACTOR:**

- Type of Industry: Manufacturing:  
Priority Industry: ☒ Yes ☐ No
- Contractor's # of Full-Time Employees
  - California: 68
  - Worldwide: 68
  - Number to be trained: 40
- Turnover Rate: 17%
- Repeat Contractor: ☐ Yes ☒ No

**CONTRACT:**

- Training Project Profile: Priority/Retrainee
- ETP Funding Amount: \$59,280
- In Kind Contribution: \$48,782
- Average Cost per Trainee: \$1,482
- Post Retention Wage: \$12.85
- Health Benefits: \$1.99 per hour
- Occupations to be Trained: Administrative Support Staff, Production Personnel, Engineer, Technical Staff, Customer Service Rep, Sales Rep, Manager, Owner
- Training Menu:
  - ☒ Business skills ☒ Literacy skills
  - ☐ Commercial skills ☐ Management skills
  - ☒ Computer skills ☒ Manufacturing skills
  - ☒ Cont. Improvement ☐ Other:
- Range of Hours: 8-100 Weighted Average: 57

- Multiple Job Numbers: ☐ Yes ☒ No
- County(ies) Served: Riverside
- Union Representation: ☐ Yes ☒ No
- Subcontractor: Training Funding Source of Seal Beach will deliver Project Administration for an amount not to exceed 13% of payment earned.
- Third Party Services: Training Funding Source also assisted with the development of this project for a flat fee of \$5,000.

## **INTRODUCTION**

LSI Products, Inc. dba ProArmor (ProArmor) designs and manufactures all terrain vehicle (ATV) accessories and aftermarket parts for the ATV enthusiast including grab bars, billet products, bumpers, nerf bars, and power grips. The company's customers include Honda, Kawasaki, Polaris, Suzuki, and other smaller manufacturers. Located in Riverside, this small business employs 68 full-time employees.

Company representatives state that ETP funds will assist the company in meeting customer demands and increasing its competitive edge. The proposed training will provide workers with the skills necessary to raise productivity, reduce waste, and improve the company's manufacturing processes.

## **COMMENTS**

Although Riverside County was recently designated as a High Unemployment Area, ProArmor has not requested a waiver the ETP required hourly wage of \$12.85 per hour for Riverside County.

## **RECOMMENDATION**

For the reasons set forth above, staff recommends approval of this proposal.